CALL TO DUTY
BOOTS ON THE GROUND
U.S.ARMY

PROGRAM BRIEFING

VO/SDVOSB Conference and Expo

MS. TRACEY PINSON

DIRECTOR, OFFICE OF SMALL BUSINESS PROGRAMS
OFFICE OF THE SECRETARY OF THE ARMY

18-19 November 2008

VISION

To Be The Premier Advocacy Organization Committed To Maximizing Small Business Opportunities In Support Of The Warfighter And The Transformation Of The Army.

MISSION

- Advise the Secretary of the Army and the Army Leadership on Small Business Related Matters
- Spearhead Innovative Initiatives that Contribute to expanding the Small Business Industrial Base Relevant to the Army Mission and Priorities
- Leverage the Use of Minority Serving Educational Institutions in Support of Army Science and Technology Programs

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ARMY PRIME CONTRACT AWARDS - FY 08

	TOTAL DOLLARS	% ACHIEVED	ARMY TARGET
US Business	$107,986		
Small Business	$25,766	23.9%	24.0%
Small Disadvantaged Business	$ 8,629	8.0%	8.0%
Women-Owned Small Business	$ 3,839	3.6%	3.5%
HUBZone Small Business	$ 3,938	3.7%	3.0%
Veteran-Owned Small Business	$ 3,091	2.9%	
Service-Disabled Small Business	$ 1,575	1.5%	1.2%

FPDS-NG Data as of 11/13/08

Dollars shown in millions

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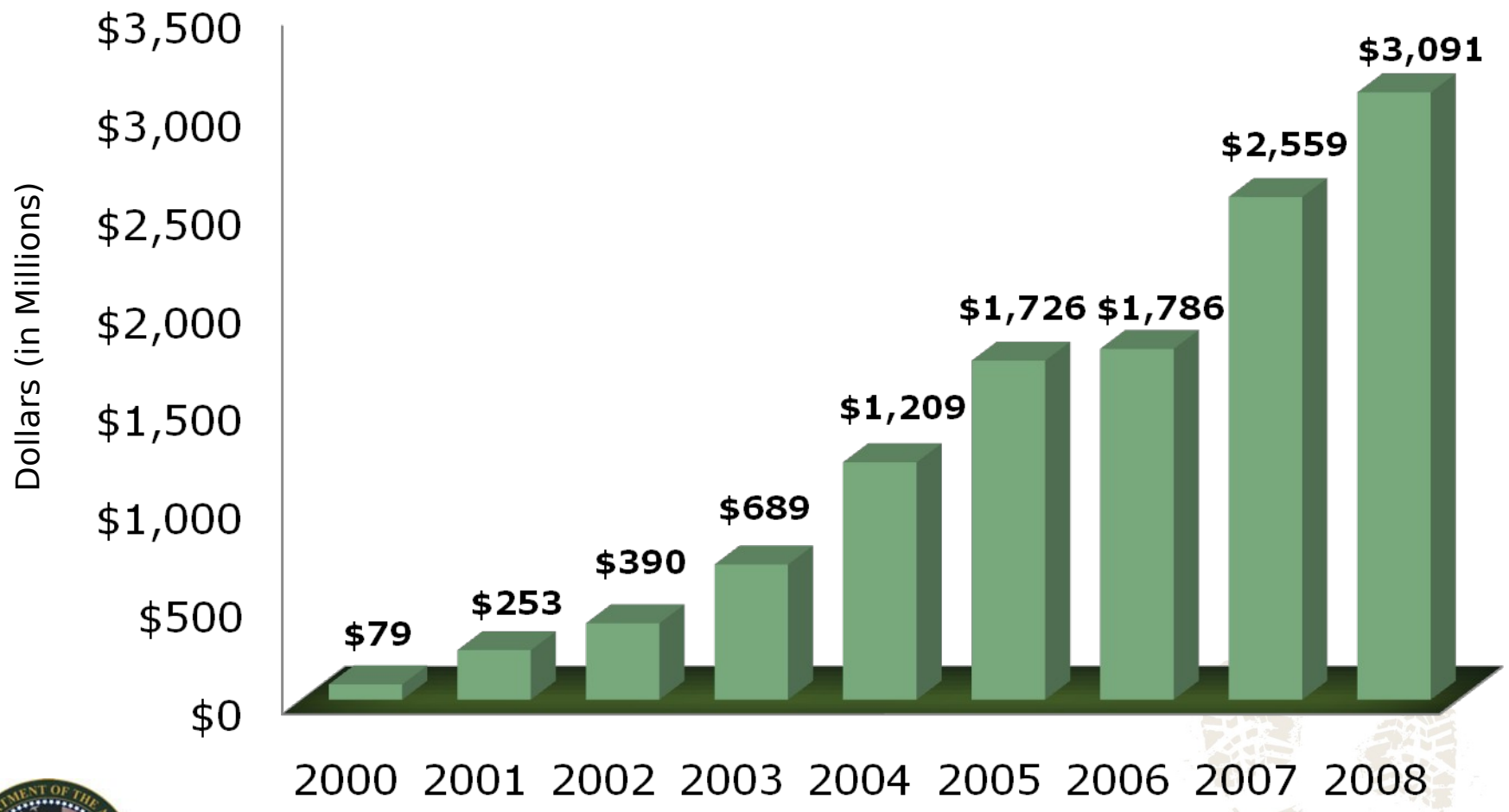
VOSB Program Growth



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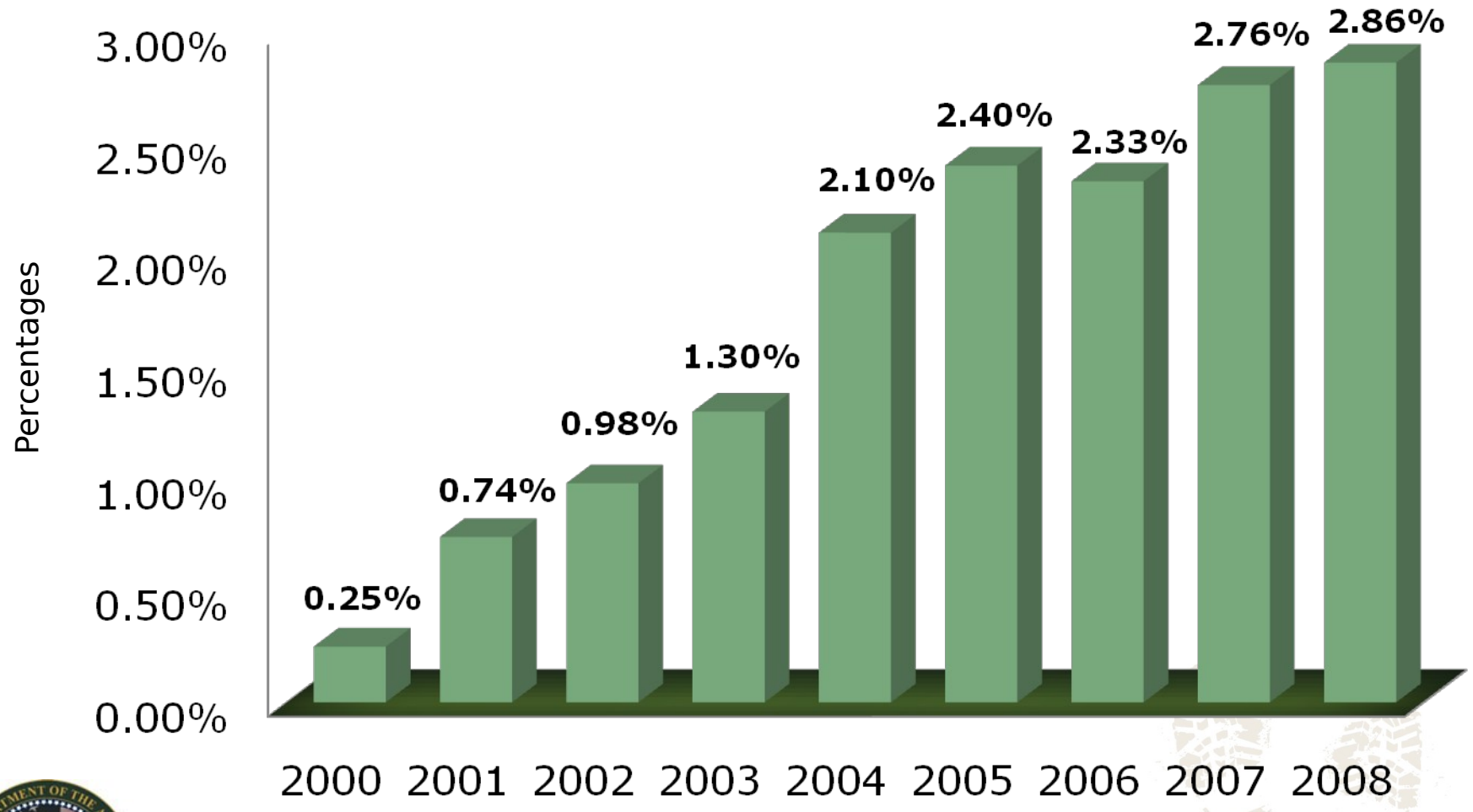
VOSB Program Growth



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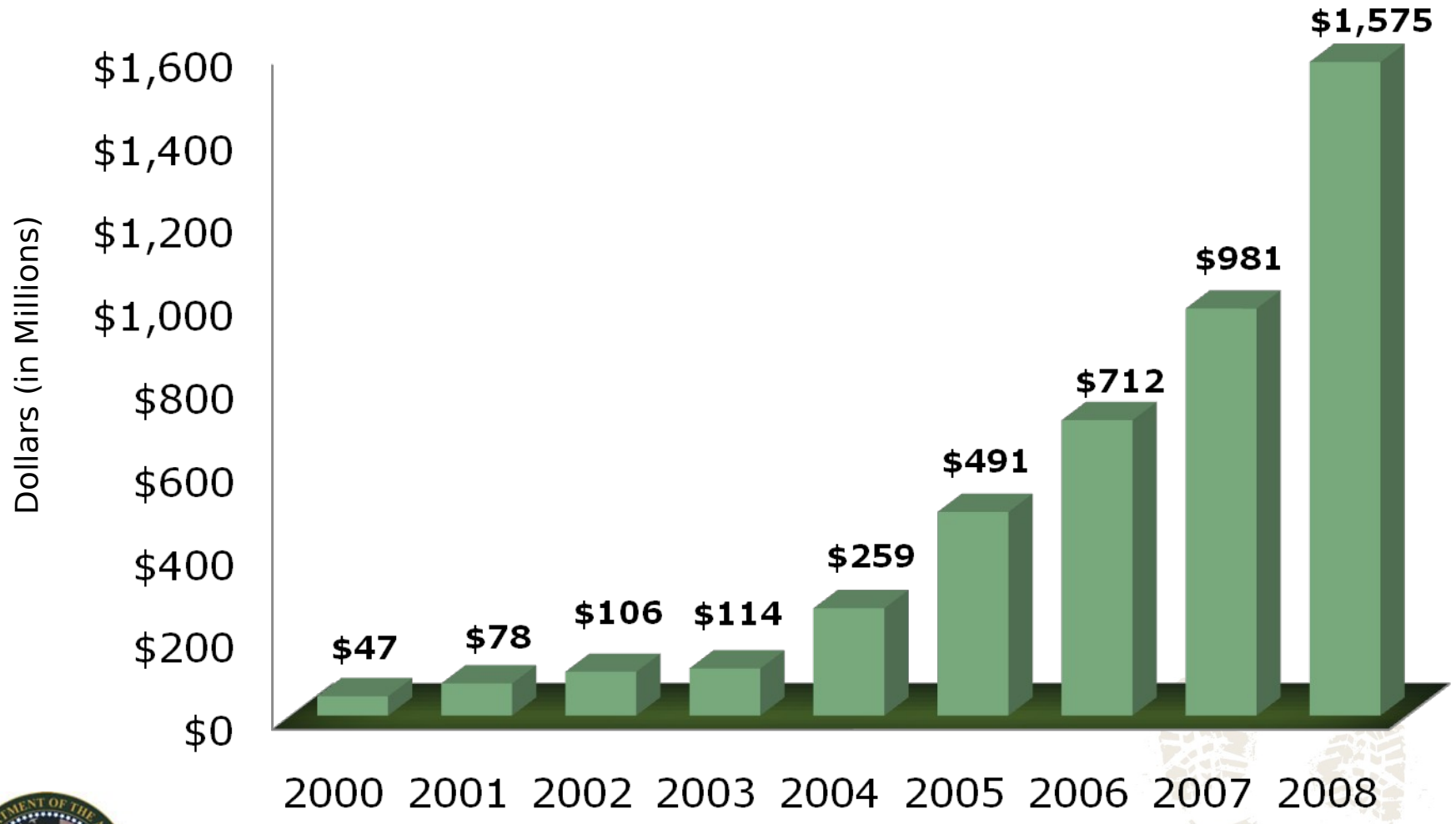
SDVOSB Program Growth



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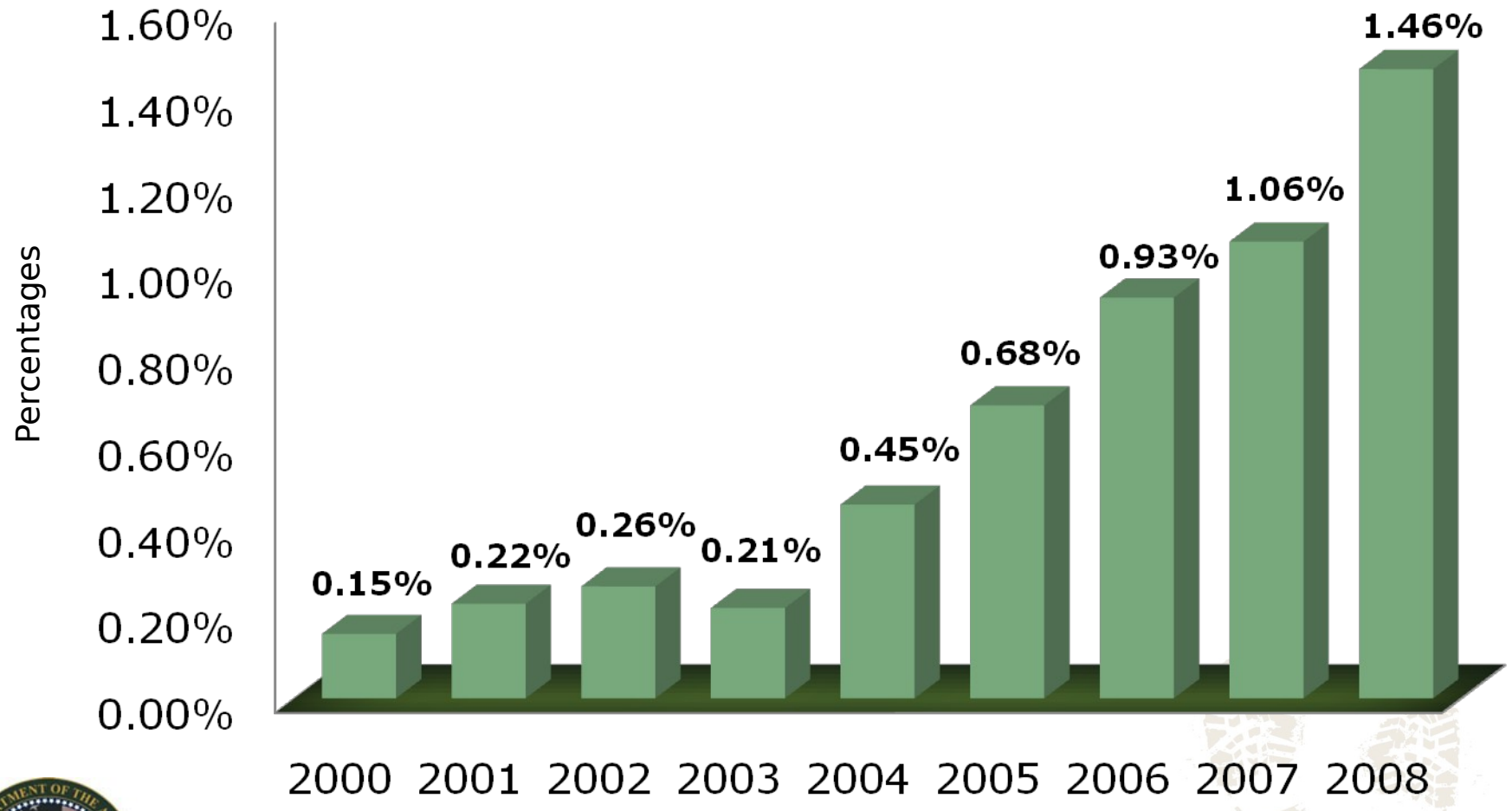
SDVOSB Program Growth



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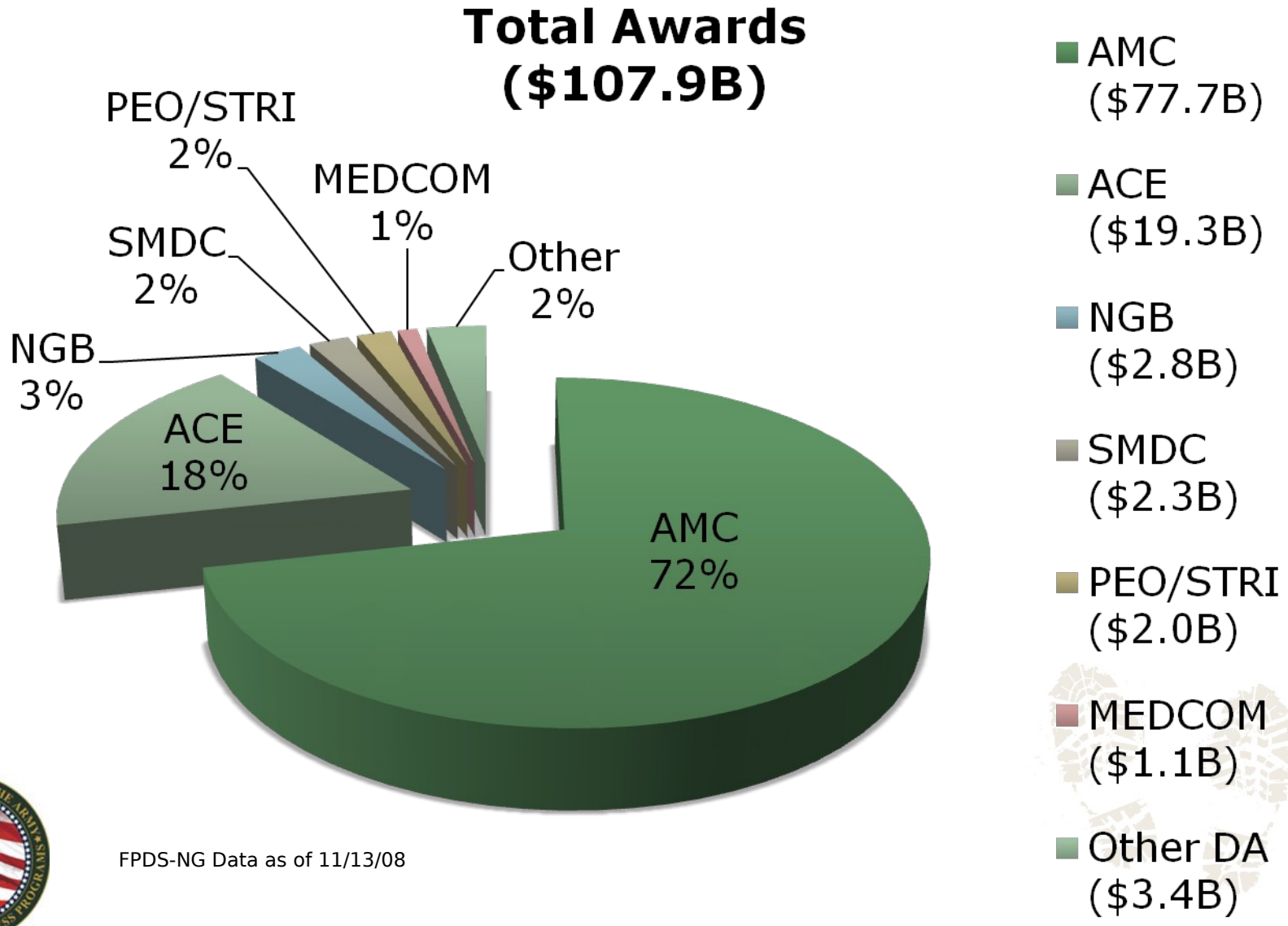
ARMY US BUSINESS PRIME CONTRACT AWARDS - FY 08



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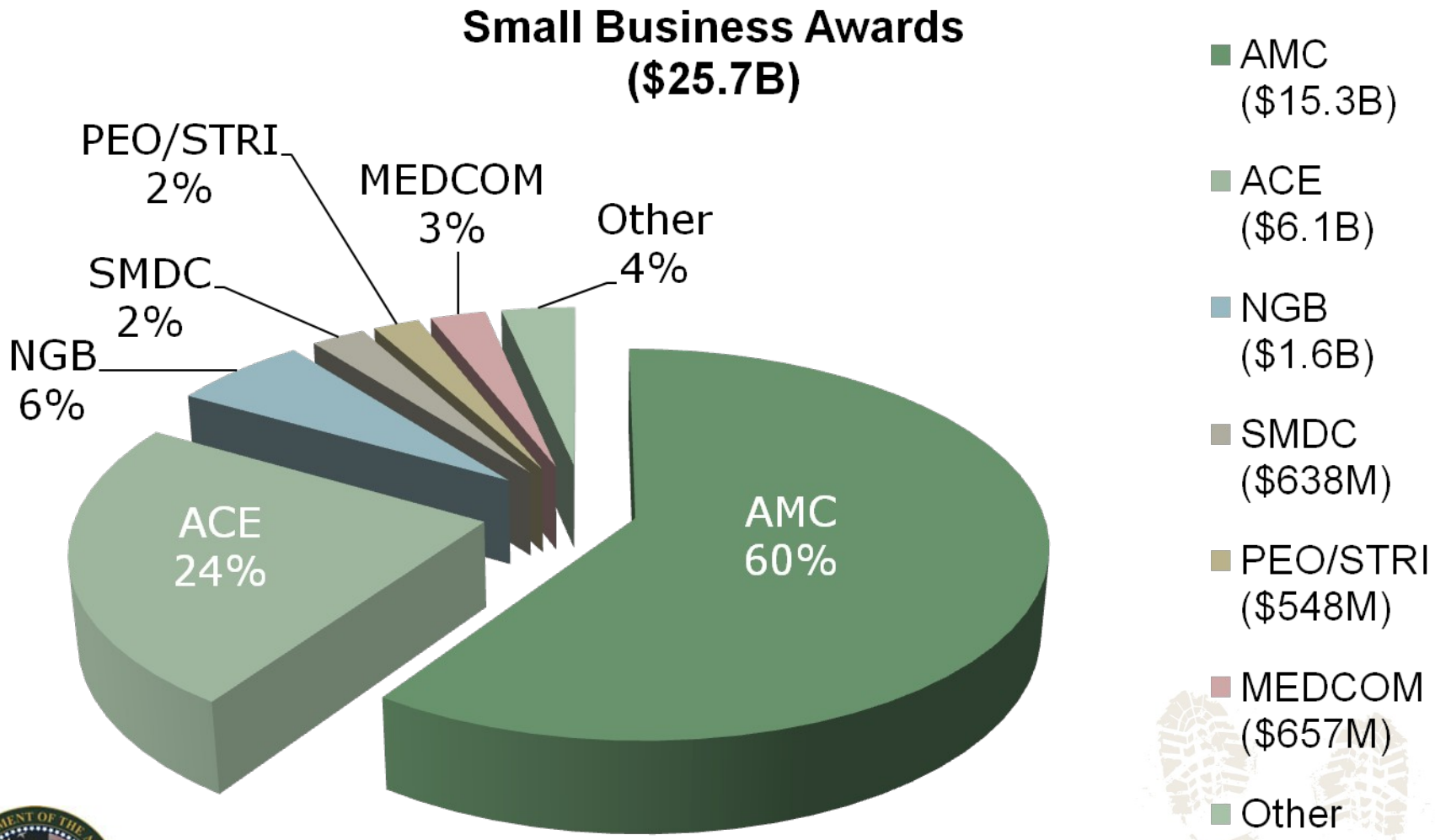
ARMY SMALL BUSINESS PRIME CONTRACT AWARDS - FY 08



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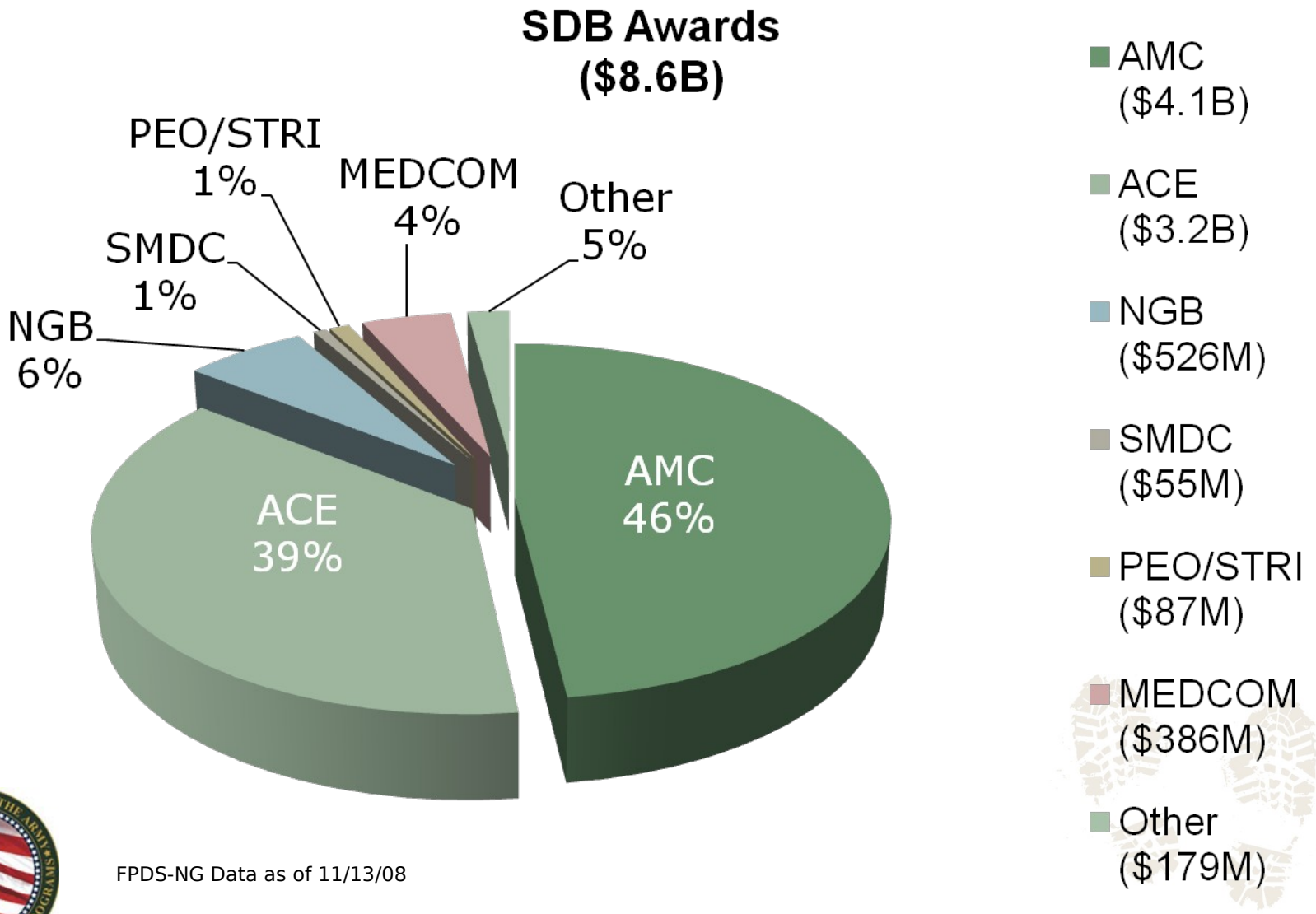
ARMY SDB PRIME CONTRACT AWARDS - FY 08



FPDS-NG Data as of 11/13/08

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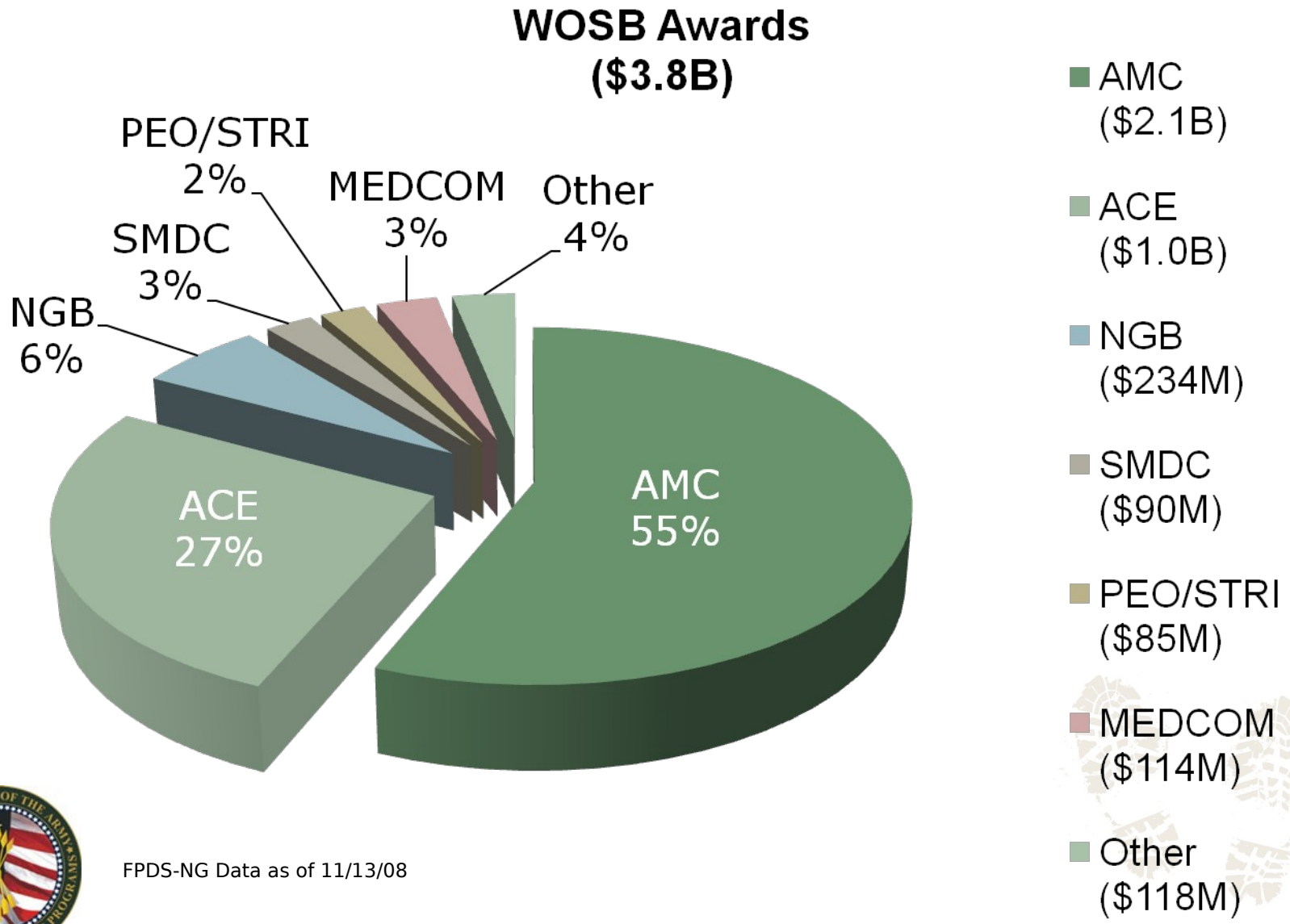
ARMY WOSB PRIME CONTRACT AWARDS - FY 08



FPDS-NG Data as of 11/13/08

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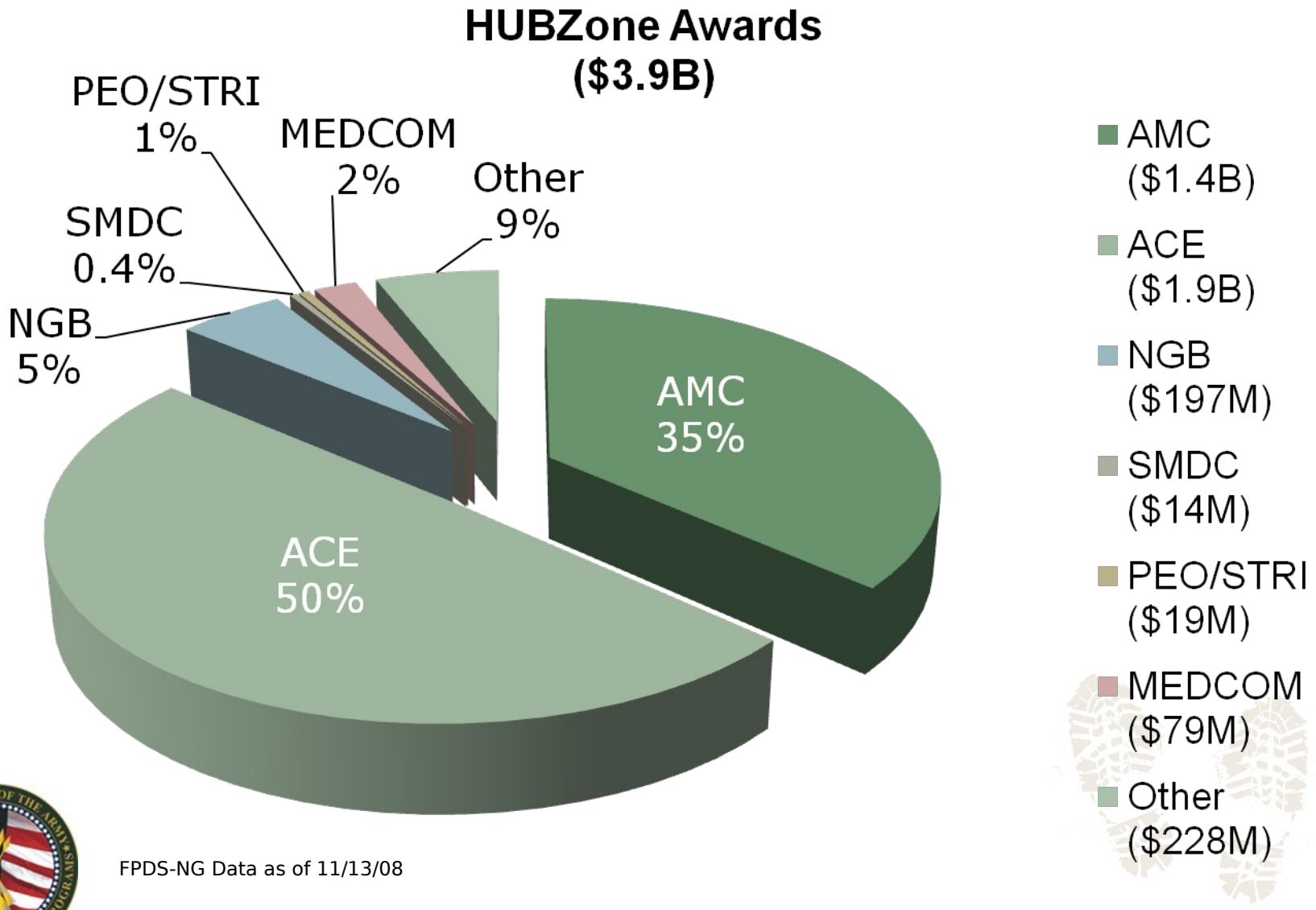
ARMY HUBZone PRIME CONTRACT AWARDS - FY 08



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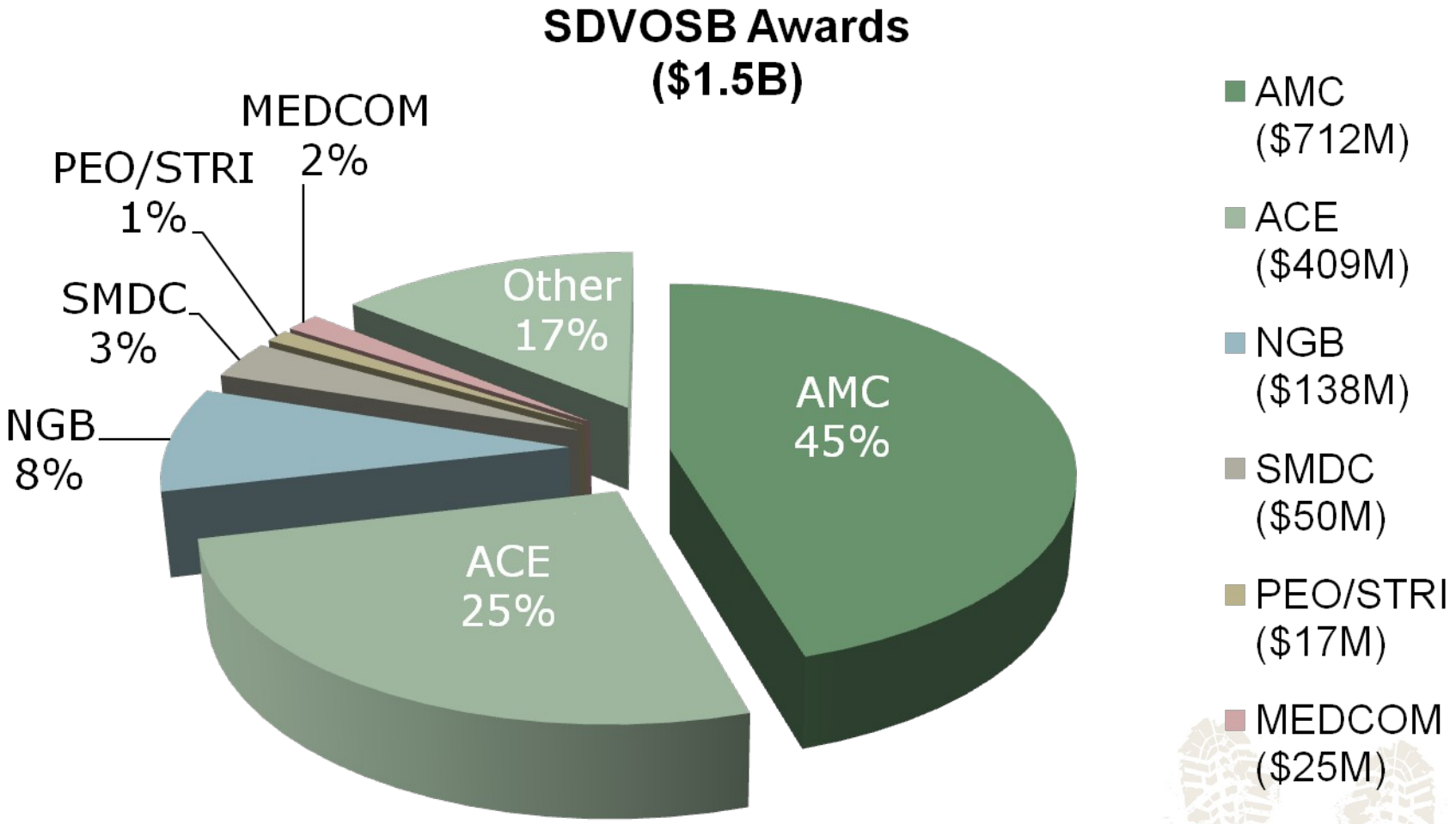
ARMY SDVOSB PRIME CONTRACT AWARDS - FY 08



FPDS-NG Data as of 11/13/08

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ARMY SADBU FOCUS FY 08/09

- Small Business Participation in FCS and Major Army Programs
- Promote Greater Involvement of SBs in Army Contracts for Services
- Enhance BRAC Opportunities for SBs
- Service-Disabled Veteran-Owned SB Program
- Contract Bundling and Consolidation
- Increase Role of HBCUs & MIs in the Acquisition Process
- Subcontracting Policy and Enforcement
- Army Contracting Command SB Program
- Accurate Data Reporting
- Staffing of SADBU Offices

ARMY SDVOSB STRATEGIC PLAN

- Increase the SDVOSB base by identifying and developing companies that possess the capability and capacity to met the full spectrum of Army acquisition requirements.
- Increase sole source and restricted competition contracting opportunities for SDVOSBs through extensive market research and innovative acquisition strategies.
- Educate Army leadership, acquisition professionals, and SDVOSBs through a modular, turn key training program that utilizes state of the art delivery methods.
- Maintain strategic partnering relationships with Department (DoD), other Defense Agencies (ODA), Federal Agencies and Veterans Service Organizations (VSOs).

ARMY SDVOSB STRATEGIC PLAN

- Leverage all small business programs to maximize contracting opportunities for SDVOSBs.
- Foster prime and subcontracting opportunities through joint venture and teaming arrangements.
- Promote the increase of the SBA $2M Surety Bond Guarantee limit.
  - ❑ Work with VSOs, Industry and Congressional Staffers/Teams
  - ❑ Provide input to draft regulations and laws
- Increase participation in the Manufacturing Technical Assistance Program (MTAP).
  - ❑ Leverage government, commercial industry and academia R&D investments programs
  - ❑ Maximize the SBIR program
  - ❑ Leverage the use of the Cooperative Research and Development Agreement (CRADA)

Information Technology Services-Small Business (ITS-SB)

- Small Business Set-Aside vehicle for IT services not specifically provided for through CHESS contract vehicles.

- ITS-SB Task Areas
  - Electronic Product Environmental Assessment Tool (EPEAT)
  - Independent Verification & Validation (IV&V)
  - Internet Protocol Version 6 (IPv6)
  - Information Assurance (IA)
  - Warranty & Maintenance
  - Migration / Integration IT Services

- Virtual Reading Room – Document Repository
  https://ascp.monmouth.army.mil/scp/doclib.jsp

ACQUISITION STRATEGY

- Multiple-Award, Performance Based, ID/IQ Contract Type:
  - Fixed labor rates: FFP, T&M, and Cost Plus
  - Term: 3-year base with 1, 2-year option
  - Best Value
  - Open to Army, DoD and Federal Civilian Agencies

- Estimated Dollar Value: $400M
- NAICS Code 541519 – Other Computer Related Services
- Size Standard – $25M

- Awards: 8 awards anticipated
  - One Reserved Award – 8A
  - One Reserved Award – SDVOSB

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SCHEDULE

Event	Date
Market Research/RFI	Complete
Advisory Multi-Step	Complete
Industry Day	Complete
Draft RFP	6 October 2008
Qs&As Released	30 October 2008
Final RFP	12 December 2008
Proposals Due	30 days after release of RFP
Award	Mid-March 2009

MENTOR-PROTÉGÉ PROGRAM

- US Army Space & Missile Defense Command is new M/P Contracting Center and will issue stand-alone contracts for Army MPP agreements
- Army goal is to engage industries to shape and expand the industrial base to support the Warfighter
- Seeking agreements with strong technical component, or focus on innovative transfer of state of the art technology
- Army agreements should focus on high-tech solutions for the Warfighter
- 26 Active Agreements:
  - 17 Mentors
  - 26 Protégés (Can Have Only 1 Active Agreement)
- 2 Mentors are Graduated 8(a) Firms

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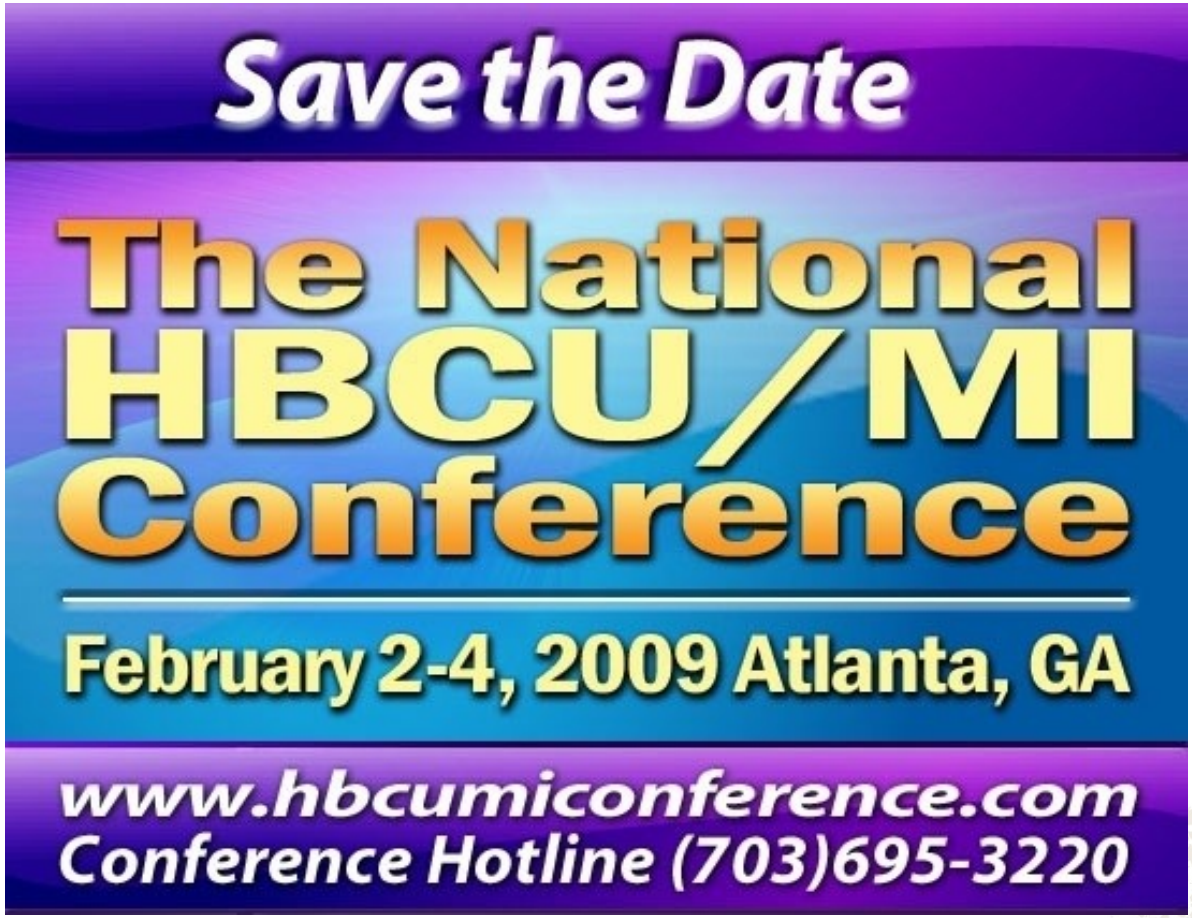
UPCOMING CONFERENCES



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UPCOMING CONFERENCES

Save the Date: July 20-24 2009
The 5th Annual National Veteran Small Business Conference & Expo
Sponsored by the Veteran Small Business Federal Interagency Council
www.nationalveteransconference.com
Conference Hotline (703) 695-3220

WEBSITES

Army SADBU
http://www.sellingtoarmy.info

DOD SADBU
http://www.acq.osd.mil/sadbu

Centralized Contractor Registration (CCR)
http://www.ccr.gov

Federal Business Opportunities (Fed Biz Opps)
http://www.fedbizopps.gov

Small Business Administration (SBA)
http://www.sba.gov

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Warrior Ethos

I will always place the mission first.
I will never accept defeat.
I will never quit.
I will never leave a fallen comrade.

Questions

www.sellingtoarmy.info